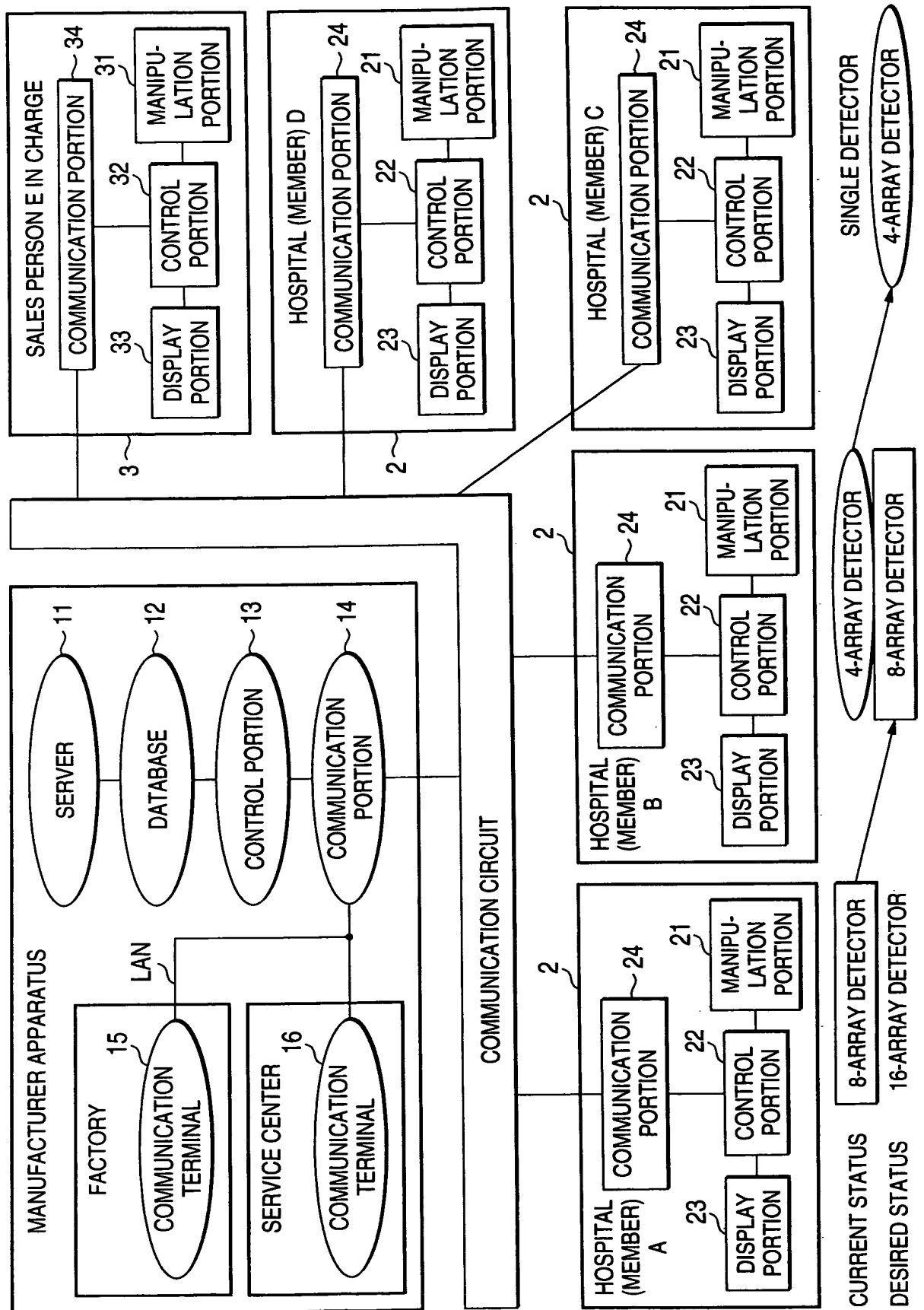


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FIG. 1



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FIG. 2

NAME OF HOSPITAL	TYPE OF INSTALLED APPARATUS	TYPE OF EMPLOYED DETECTOR	DESIRED DETECTOR TO BE PURCHASED	TYPE OF TRADE-IN DETECTOR	DELIVERY DATE
HOSPITAL A	PRODUCT A	8-SLICE	16-SLICE	8-SLICE FOR PRODUCT A	2001.4.1
	PRODUCT A	8-SLICE			
HOSPITAL B	PRODUCT A	4-SLICE	8-SLICE	4-SLICE FOR PRODUCT A	2001.5.1
	PRODUCT A	4-SLICE			
HOSPITAL C	PRODUCT A	SINGLE	4-SLICE	SINGLE	2001.7.1
HOSPITAL D	PRODUCT B	SINGLE	4-SLICE	SINGLE	2001.6.1

FIG. 4

TYPE OF APPARATUS (COMMON IN PRODUCTS A AND B)	SALES PRICE OF NEW UNIT (MIL. YEN)	SALES PRICE OF OLD UNIT (MIL. YEN)	TRADE-IN PRICE (MIL. YEN)
16-SLICE	1,600	1,200	800
8-SLICE	800	600	400
4-SLICE	400	300	200
SINGLE	100	75	50

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FIG. 3

TYPE OF APPARATUS (PRODUCT A)	INVENTORY	PRODUCTION	PRODUCTION DUE DATE	MAINTENANCE	MAINTENANCE DUE DATE	INSTALLMENT HOSPITAL	INSTALLMENT SCHEDULED DATE	MAN-POWER
16-SLICE	X	O	2001.3.31	O		HOSPITAL A	2001.4.1	2
8-SLICE	X				2001.4.30	HOSPITAL B	2001.5.1	2
4-SLICE	X			O	2001.6.30	HOSPITAL C	2001.7.1	1
SINGLE	X			O				
TYPE OF APPARATUS (PRODUCT B)	INVENTORY	PRODUCTION	PRODUCTION DUE DATE	MAINTENANCE	MAINTENANCE DUE DATE	INSTALLMENT HOSPITAL	INSTALLMENT SCHEDULED DATE	MAN-POWER
16-SLICE	X							
8-SLICE	X							
4-SLICE	X	O	2001.5.31			HOSPITAL D	2001.6.1	1
SINGLE	X							

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FIG. 5

